

Export-Import Bank of the United States

BROKER COMMISSION SCHEDULE FOR EXPORT CREDIT INSURANCE POLICIES

BROKER ELIGIBILITY

Insurance brokers and agents are eligible for commission payments under EXIM export credit insurance policies if the broker or agent is registered with EXIM and is appointed as broker-of-record by the policyholder. The policyholder reserves the right to appoint, delete or change the broker of record at any time. Brokers of record are entitled to any commissions due on premiums paid prior to a change in the broker of record in accordance with the procedures set forth below.

COMMISSION RATES

Commission rates paid by EXIM are based on the type of policyholder to which the policy is issued, as shown in the chart below:

Type of Policyholder Commission Rate (percentage of premium)

Financial Institutions 8%

Exporters

Multi-Buyer Policyholders: EXIM Small Business* 40%

Multi-Buyer Policyholders: All others** 15%

Short Term Single-Buyer Policyholders: SBA Small Business 15%

Short Term Single-Buyer Policyholders: All others 10%

Medium Term Single-Buyer: 10%

* EXIM Small Business is defined as an exporter that meets applicable SBA small business criteria and that averages annual export credit sales of \$10 million or less over the past three years. If the exporter is also the borrower under an SBA or EXIM Working Capital Loan Guaranty, the exporter receives a 25% discount on the applicable premium rate, and the broker commission increases to 50%.

**If the exporter is SBA Small Business but not EXIM Small Business, and is the beneficiary of an SBA or EXIM Working Capital Loan Guaranty, the commission is 20%

COMMISSION PAYMENTS

- The full amount of all premiums are due at the appropriate lockbox on or before the date specified in the policy.
- Insurance brokers should not remit premiums "net" of commission.
- Commission payments will be made monthly.
- No commission payments will be made on advance premium.

BROKER CHANGES ON EXISTING POLICIES

EXIM policyholders may appoint or change their insurance broker at any time. Insurance brokers appointed after a policy is issued will be recognized on the first day of the next month after the receipt of the policyholder's written notice appointing an insurance broker of record. Acknowledgment by EXIM of a policyholder's appointed insurance broker is made by means of a policy endorsement. Insurance brokers acknowledged by EXIM are eligible for commissions with respect to transactions occurring after the effective date of the endorsement.

Who To Contact: For additional information, contact EXIM using the contact information below and ask for Broker Relations.

General Inquiries: TEL. 202.565.EXIM (3946) OR 1.800.565.EXIM (3946); FAX 202.565.3723; www.exim.gov; info@exim.gov

Paperwork Reduction Act Statement: We estimate that it will take you about 1/4 hour to complete this form. This includes the time it will take to read the instructions, gather the necessary facts and fill out the form. However, you are not required to provide information requested unless a valid OMB control number is displayed on the form. If you have comments or suggestions regarding the above estimate or ways to simplify this form, forward correspondence to EXIM and the Office of Management and Budget, Paperwork Reduction Project OMB# 3048-0024; Washington, D.C. 20503.